

San Antonio Market Forum



TRBO Update



Information Brief
Briefers: Maj Charlene Reith
Date: 5 July 05

Integrity - Service - Excellence



Current Initiatives

- Casting Materials
- Hand Sanitizers
- Orthopedic Implants
- Pharmacy Labels
- Hospital Beds
- Generic Medications

Status Update

- **Casting Materials**
 - Represents \$400K+ of region-wide business
 - Five facilities participated in product review
 - Clinical review completed in June 2005
 - Recommendations to be presented at 18 July review board
- **Hand Sanitizers**
 - Represents \$250K+ of region-wide business
 - 30+ vendors responded
 - Four facilities completing review on seven products meeting criteria
 - Results pending August review board

Status Update

- **Orthopedic Implants** (Hips, Knees, Shoulders)
 - Represents \$3M+ of region-wide business
 - Clinical Product Team VTC scheduled for 9 August to review results
- **Pharmacy Labels**
 - Multi-regional initiative
 - Represents \$500K in our region
 - Evaluation by ten facilities
 - Regional Incentive Agreement signed with Pharmex on 28 June
 - Awaiting DSCP notification to prime vendors
 - Second Region anticipated to join the RIA shortly
 - Projected \$130K cost avoidance within Region
 - Anticipate 86% reduction in shipping costs using prime vendor initiative

Status Update

- **Hospital Beds**

- Estimated 167-bed requirement for SA Multi-Market
- Five vendors responded to ad
- Vendor display set for Clinical Product Team assessment of products in July 2005
- Recommendations targeted for August review board



Status Update

- **Generic Medications**

- San Antonio Market Initiative
- Represents \$8.5M of region-wide business
- Paroxetine agreement in place; projected \$500K regional savings
- Ciprofloxacin, Gabapentin, Fluconazole offers sent to clinical product review team 28 June
 - Awaiting price quotes for additional strengths
 - Projected \$1.3M annual cost avoidance in Region 6 with current bids



Initiatives on the Calendar

- IV/PCA Pumps and Tubing
- Dental Anesthetics
- Ortho Implants (pins, plates, screws)
- CS Wraps
- Lab Equipment--deferred

Ongoing Initiative

- Influence region's market through compliance with national pharmaceutical contracts
- Identify national contract compliance to each facility
 - 88% of Region 6 pharmacies at 85% or better compliance
 - 72% of Region 7/8 pharmacies at 85% or better compliance